

## ***2008 Louisiana Small Business Person of the Year***

**Scott Allen, Owner**  
**Supreme Machine, LLC**  
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Scott Allen learned the machining trade through his service in the United States Navy. While in the military, Scott came to understand the importance of precision, quality, and discipline. Some might even say that he began his obsession with perfection. Upon returning home, Scott worked with a few machine shops where he sharpened his skill and increased his commitment to superior quality production.

In 2000, at the urging of his wife JoAnna, Scott opened his own machine shop. With an initial start-up loan of \$11,000 secured by his personal assets, Scott was able to purchase three machines and rent 2500 square feet of shop space. Initially, Scott assumed total responsibility for all facets of the business operations. After six months, JoAnna came to work with him, operating machines and doing whatever was needed to make the business a success. Production was top-notch and soon the business had seventeen significant accounts; and within eight months they were able to hire a part-time employee, and their first full year of operation produced results well beyond their original expectations.

Scott has an unwavering dedication and determination to improve efficiency while sustaining quality. As such, his quest for knowledge and information led him to contact the Louisiana Tech Small Business Development Center for assistance. In providing assistance to Supreme to improve efficiency, the SBDC arranged for consultation with an SBDC counselor who provided Scott with opportunities and resources to support his business growth and efficiency. Through the SBDC, Scott was able to have a team of industrial engineering students provide a work station analysis and evaluate the feasibility of integrating more technology into the shop. Scott says, this approach gave him a unique perspective by allowing him to see the shop through “fresh eyes”. This new view of the business created the opportunity for change. The adoption of some modifications has resulted in improved efficiency, especially when integrated with the principles of LEAN manufacturing. As a result, the business was able to improve net income by 31% last year.

An active civic and community business partner, Supreme Machine has adopted Choudrant High School and Bethel Christian School, and pays the admission fee for a deserving high school student to attend the local broadcast of the Maximum Impact Leadership Program each year. Supreme Machine has participated in mentoring and school to work programs. The business also supports Special Olympics, Domestic Abuse Resistance Team and Mothers Against Drunk Driving. The business is a member of the National Federation of Independent Businesses and the Better Business Bureau and strives to support their community by making local purchases whenever possible to support other businesses in their community.

As Supreme Machine celebrates its eighth anniversary, the business now operates 23 machines valued at over \$367,000 – quite an achievement from an initial cost of \$11,000. From a humble beginning of just he and his wife, JoAnna, Supreme Machine now has four full-time employees and 3 part-time employees with an annual sales growth of 4.5% for 2007. Supreme Machine is proud to deliver excellence and value.

From one man's dream of quality and commitment, with one customer, and the unyielding desire to passionately and consistently deliver only superior quality products, one very impressive small business has grown!!